

# RECLAMATION

*Managing Water in the West*

## New Melones Concession Prospectus Overview



U.S. Department of the Interior  
Bureau of Reclamation

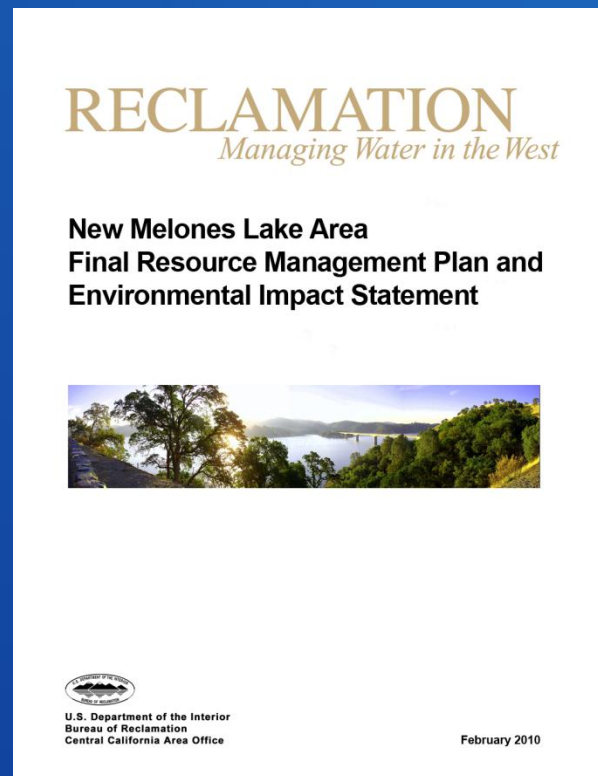
# **New Melones Concession Prospectus Overview**

- **Reclamation has announced a business opportunity for commercial recreation services development and operation at New Melones Lake, in Calaveras County, Calif.**
- **Reclamation is requesting proposals from interested parties for the development, management and operation of a long-term concession contract at an expanded concession area within the Glory Hole Recreation Area.**

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# Pre-Prospectus Planning Activities

- Planning documents available include, but are not limited to:
  - New Melones Lake Resource Management Plan/Record of Decision 2010
  - Financial Feasibility Evaluation April 2011
  - Environmental Compliance document August 2013



# **New Melones Lake Prospectus Goals**

- **Provide a diverse spectrum of recreation experiences for the visiting public**
- **Preserve and protect natural resources in and around the lake**
- **Promote the safety and security of people and facilities**
- **Support the economic goals of surrounding communities, especially gateway communities**
- **Identify levels of Required and Authorized Services at the Concession Area**
- **Maintain the opportunity for a fair and reasonable profit by the concessionaire**

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# Business Opportunity Summary

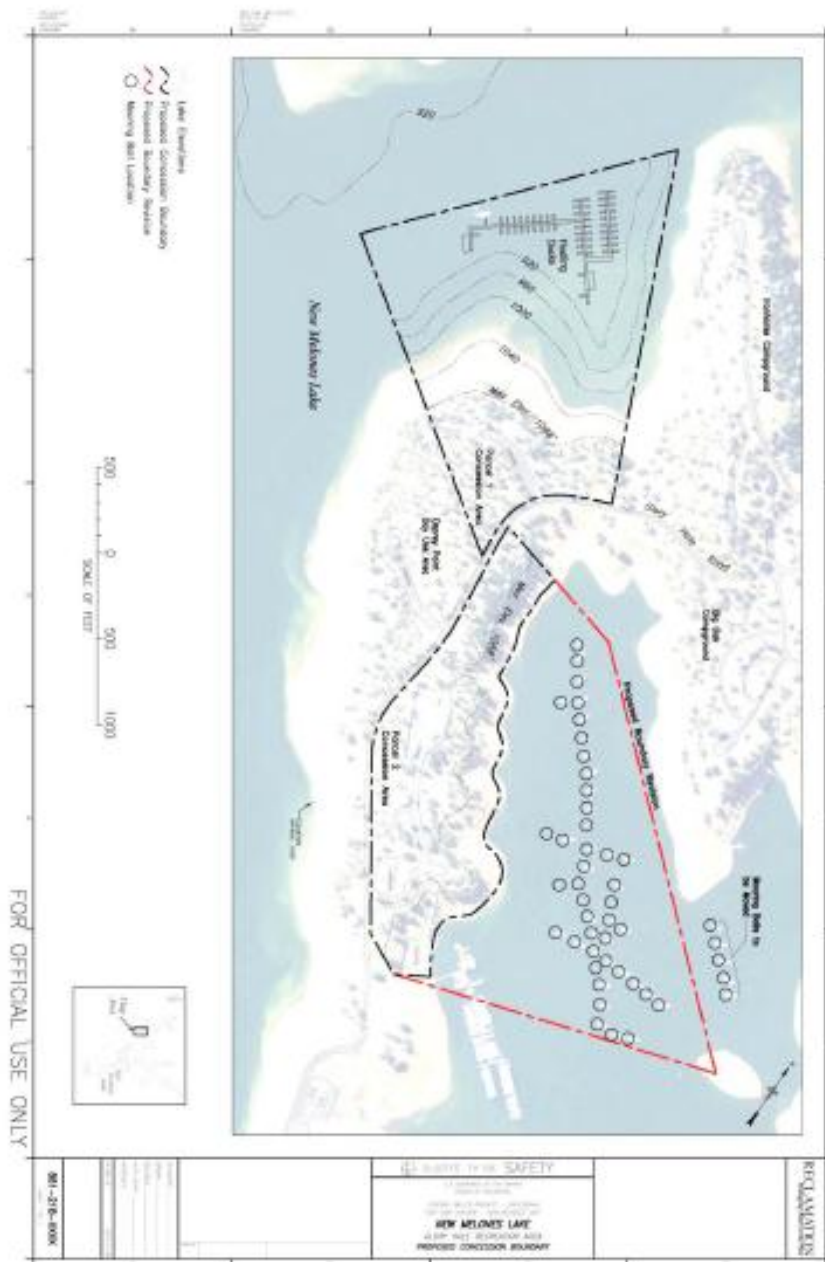
- Reclamation is requesting proposals from interested parties for the development, management and operation of concession facilities and services at a recreation area at New Melones Lake, located in Calaveras County, Calif.
  - Glory Hole Concession Area is proposed to be a year-round marina concession operation
  - Development at all areas will occur in phases as outlined in the Prospectus
  - Contract will have a 30-year term

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# Concession Area Boundary

- Concession boundary would include both the existing concession land use area and the additional site



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Facilities & Services	Required (minimum) Services	Authorized Services	Total
<b>Slips Rentals</b>			
Private Houseboat Slip Rentals (each)	66		66
Pleasure Boat Slip Rentals (each) Open	110		110
Slip Rentals (each) Covered		55	
Transient Slips	10	10	20
Mooring Balls, Seasonal	50		50
<b>Watercraft Rentals</b>			
Commercial Houseboat Rental	18		18
Pleasure Boats	5	4	9
Personal Watercraft	6	6	12
Pontoon (Patio)	5	5	10
Fishing boats	6	6	12
Kayaks/Canoes	5	12	17
Paddle Boards	3	3	6
<b>Recreation Supply Store Retail</b>			
Food	1	0	1
Beverage	1	0	1
Firewood	1	0	1
Marine Fuel (dock with 2 dispensers)	1	0	1
Wastewater Pump-out Service	1	0	1
Minor Marine Repair Services	1	0	1
Boating Supplies	0	1	1
Camping Supplies	0	1	1
Sundries	0	1	1
Beer/Wine Sales	0	1	1
<b>Restaurant</b>			
Water or Land Based	0	1	1
Interpretive Dinner Cruises	0	1	1
<b>Dry Boat Storage</b>			
Dry Yard Spaces	50	0	50
Dry Stacked Storage Spaces		100	100
Launch/Retrieval Service	0	1	1
Non-motorized Boat Launch	0	1	1
<b>Lodging</b>			
RV Sites	22		22
Overnight Lodging Units	9	0	9
<b>Visitor Services</b>			
Day Use Sites	10	10	20
Fishing Dock	0	1	1
Fish Cleaning Station	0	1	1
Reservation Services	1	0	1

# Table of Required and Authorized Services

- Please see handout

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# New Melones Lake Required Services (minimum)

- **At Glory Hole Recreation Area**
  - Restroom and Parking
  - Pleasure Boat Rentals
  - Slip Rentals
  - Private House Boat Slip Rentals
  - Commercial House Boat Rentals
  - Dry Boat Storage
  - Marine Fuel
  - Retail Sales
  - Cabin/Yurt Sites
  - RV Sites

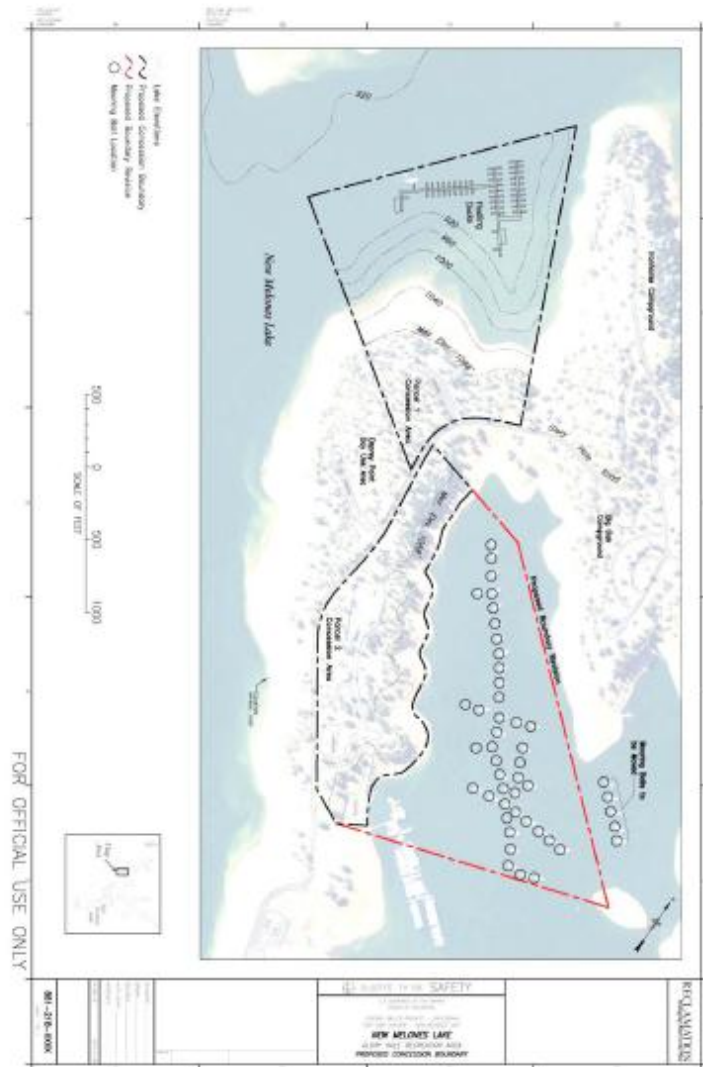


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# New Marina Proposed Location

- The concessions services are proposed to be moved to a site northwest of the current marina location.
- The new location will provide better protection from storm fetch and an opportunity for short-term recreation uses.
- The land area of the existing concession would be available for use to provide dry boat storage, parking, boat repair and hand launching.



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# **Additional Concession Services Would be Located at the Black Bart Day Use Area**

- **Development of the Black Bart area requires an extension of the existing water, electrical lines and wastewater system and would continue use of the existing marina administration office, maintenance workshop (short-term) and water well.**
- **The proposed concession area would not include Osprey Point Day Use Area**



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# Other Concession Services

- The proposed new marina location is conducive to year-round and expanded concession operations.
- A provision of full hook-up RV camping shall be a Required Service of the concession operation.
- Overnight lodging such as yurts, cabins or park models will also be required.

# Concession Facilities Improvement Program

- Reclamation will provide the Development Plan Timeline for Required Services, which will become part of the Concession Facility Improvement Plan (CFIP) upon contract execution.
- Any additional Authorized Services which the Concession Contractor includes in an accepted bid proposal shall be included in a supplementary Development Plan Timeline provided by the Concession Contractor after contract award.
- Services noted as Authorized Services that are proposed will become Required Services in the eventual final contract and are no longer optional.

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# Phased Development

**General Development Plan Timeline for Required Services**

<b>Year 0</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>
Site Specific Design of Required Services – 30% and 65% design levels	Complete Permitting Process	50% Marina (to include anchorage, slip rentals, fueling, and boat repair)	100% Marina (to include balance of slip rentals, marina store, and balance of water-based improvements)	Complete Day Use Sites
Complete NEPA/NHPA	Begin Installation of Land based Infrastructure and Utilities	Provide 50% of Rental Boats and watercrafts	Construct Transient Slips	Complete all remaining Required Services
Site Specific Design of Required Services – 95% design level	25% Marina (to include mooring balls, dry storage)	Complete all Utilities and Infrastructure	Balance of Rental Boats and watercrafts	
Submit Permit Applications	Complete RV Sites including full service hook-ups	Provide 50% of Rental Houseboats	Begin development of Day Use sites (group and/or single sites)	
	Develop Lodging (Cabins, Yurts, Park Models)	Implement Reservation Services		

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# Environmental Compliance

- Reclamation conducted the National Environmental Policy Act-compliance Environmental Assessment for Required Services at a programmatic level.
- Additional site-specific environmental review for facilities development and all permitting will be requirements of the successful bidders.

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# Steps in the Bid Process

- Reclamation posted the Prospectus on the Federal Business Opportunities website:
  - [www.fbo.gov](http://www.fbo.gov) Reference Number MP-14-238
- Open Bid Period Closes on Feb. 17, 2015
- Evaluate Proposals
- Provide Final Evaluation Report and Recommendation
- Notify Selected and Non-selected Bid Proposals
- Negotiate and Award Concession Contracts

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# Evaluating a Bid

- **Reclamation will evaluate all bids on several factors:**
  - **Environmental Management Program**
  - **Site Development Plan and Quality Visitor Services**
  - **Past Performance**
  - **Financial Capability**
  - **Benefit to the Government**

# For More Information

- Please visit the New Melones website:  
<http://www.usbr.gov/mp/cca0/newmelones/Marina/index.html>
- Or Contact:  
Peggi Brooks  
Chief, Recreation Resources Division  
Central California Area Office  
916-989-7128 or [pbrooks@usbr.gov](mailto:pbrooks@usbr.gov)

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